

Dunster House C-54
Harvard College
Cambridge 38
Massachusetts
May 18, 1954

Miss Nessa Ernstoff
Baldwin House
Smith College
Northampton, Massachusetts

Dear Nikki:

I have just returned from final contract negotiations and signing with both Wellesley and Radcliffe. I believe that I explained the position of Mount Holyoke to you, that they are station-wise settled on signing and are awaiting only Dr. Ham's return for final administrative approval since they have a tighter control than you do. This leaves only Smith and I believe I am correct in stating that the stumbling block before the signatures on our contract is the exclusive agent clause in your contract with C.R.C.

When I was at Radcliffe this evening, I once again completely went over their contract with Eastern States. There is no clause whatsoever in that contract which makes Eastern States their exclusive agent for any advertising at all; nor any clause which might be construed to indicate this; nor any clause containing a restriction which might be at all applicable to my contract.

Therefore, I was wondering if possibly the clause in your contract might permit your signing my contract. I did not see the C.R.C. contract when I was at Smith (Radcliffe also is 'fed' news from WMIT as you are from Amherst), but if possible, I would like very much to see the restrictive clause. That way, I would know better on what grounds we are working and be able to suggest a more germane solution.

And so I wondered if I might put you to the trouble of just copying that one clause, or however many there might be, that contains the reference to exclusive agent and send it to me. I would appreciate it very much and this might in turn expedite the final solution of our business. The sooner I have my contracts signed, the sooner I can begin my soliciting and start to bring in potential Accounts Receivable for the stations.

Very truly yours,

Ira Rabkin
Ira Rabkin

